

Table 3: Value of Agricultural Products Sold Directly to Individuals for Human Consumption in The United States, 2012

	Value of Agricultural Products Sold Directly to Individuals for Human Consumption											
	Retail Sales for Human Consumption in \$1,000's				Farms with Retail Sales to Individuals				Average Retail Sales by Farm to Individuals			
	2007		2012		2007		2012		2007		2012	
	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage	Value	Percentage
United States	\$1,500,461	0.4%	\$1,309,831	0.3%	136,817	6.2%	144,530	6.9%	\$10,967	6.6%	\$9,063	4.8%
Alabama	\$10,313	0.2%	\$9,183	0.2%	2,175	4.5%	2,196	5.1%	\$4,741	4.2%	\$4,182	3.2%
Alaska	\$2,084	2.9%	\$2,227	3.8%	149	21.7%	241	31.6%	\$13,984	13.6%	\$9,241	11.9%
Arizona	\$6,500	0.2%	\$7,963	0.2%	863	5.5%	1,216	6.1%	\$7,532	2.9%	\$6,549	3.5%
Arkansas	\$10,109	0.1%	\$6,369	0.1%	1,657	3.4%	1,391	3.1%	\$6,101	3.2%	\$4,579	2.1%
California	\$201,788	0.5%	\$169,915	0.4%	7,068	8.7%	8,588	11.0%	\$28,549	5.5%	\$19,785	3.6%
Colorado	\$27,976	0.4%	\$19,199	0.2%	2,777	7.5%	2,896	8.0%	\$10,074	5.0%	\$6,629	3.1%
Connecticut	\$36,855	5.4%	\$30,439	5.5%	1,099	22.4%	1,420	23.8%	\$33,535	24.1%	\$21,436	23.3%
Delaware	\$4,342	0.3%	\$4,302	0.3%	216	8.5%	179	7.3%	\$20,101	3.8%	\$24,034	4.6%
Florida	\$23,986	0.2%	\$19,049	0.2%	3,181	6.7%	3,480	7.3%	\$7,540	3.7%	\$5,474	3.4%
Georgia	\$16,285	0.2%	\$13,197	0.1%	1,890	4.0%	2,177	5.2%	\$8,616	4.7%	\$6,062	2.8%
Hawaii	\$10,724	1.7%	\$13,215	2.0%	1,141	15.2%	1,606	22.9%	\$9,399	11.1%	\$8,229	8.7%
Idaho	\$9,712	0.1%	\$8,523	0.1%	2,076	8.2%	2,420	9.8%	\$4,678	1.7%	\$3,522	1.1%
Illinois	\$32,075	0.2%	\$33,009	0.2%	2,818	3.7%	2,981	4.0%	\$11,382	5.3%	\$11,073	4.8%
Indiana	\$27,585	0.3%	\$26,900	0.2%	3,576	5.9%	3,673	6.3%	\$7,714	4.6%	\$7,324	3.8%
Iowa	\$20,447	0.1%	\$17,522	0.1%	2,987	3.2%	2,964	3.3%	\$6,845	2.5%	\$5,912	1.7%
Kansas	\$11,486	0.1%	\$8,957	0.0%	2,140	3.3%	2,044	3.3%	\$5,367	2.0%	\$4,382	1.5%
Kentucky	\$18,796	0.3%	\$16,438	0.3%	3,445	4.0%	3,438	4.5%	\$5,456	7.8%	\$4,781	7.3%
Louisiana	\$11,366	0.4%	\$7,452	0.2%	1,276	4.2%	1,276	4.5%	\$8,907	8.3%	\$5,840	4.3%
Maine	\$22,817	3.0%	\$24,793	3.2%	1,705	21.0%	2,311	28.3%	\$13,382	14.2%	\$10,728	11.5%
Maryland	\$26,286	1.2%	\$28,038	1.2%	1,407	11.0%	1,276	10.4%	\$18,683	10.5%	\$21,973	11.9%
Massachusetts	\$52,108	8.6%	\$47,909	9.7%	1,659	21.6%	2,206	28.4%	\$31,409	39.8%	\$21,718	34.2%
Michigan	\$72,991	1.0%	\$58,793	0.7%	6,373	11.4%	6,243	12.0%	\$11,453	9.0%	\$9,417	5.7%
Minnesota	\$42,944	0.3%	\$33,573	0.2%	4,293	5.3%	4,213	5.7%	\$10,003	5.0%	\$7,969	2.8%
Mississippi	\$11,965	0.2%	\$4,284	0.1%	1,229	2.9%	1,206	3.2%	\$9,736	6.8%	\$3,552	2.1%
Missouri	\$25,991	0.3%	\$19,664	0.2%	4,341	4.0%	4,096	4.1%	\$5,987	6.9%	\$4,801	5.2%

	Retail Sales for Human Consumption in \$1,000's				Farms with Retail Sales to Individuals				Average Retail Sales by Farm to Individuals			
	2007		2012		2007		2012		2007		2012	
Montana	\$7,830	0.2%	\$9,423	0.2%	1,287	4.4%	1,389	5.0%	\$6,084	5.2%	\$6,784	4.5%
Nebraska	\$7,311	0.0%	\$8,360	0.0%	1,288	2.7%	1,537	3.1%	\$5,676	1.4%	\$5,439	1.2%
Nevada	\$1,330	0.2%	\$4,265	0.6%	200	6.4%	397	9.6%	\$6,652	3.3%	\$10,743	5.8%
New Hampshire	\$19,846	8.0%	\$20,321	10.6%	982	23.6%	1,348	30.7%	\$20,210	34.1%	\$15,075	34.7%
New Jersey	\$37,294	3.1%	\$33,308	3.3%	1,931	18.7%	1,788	19.7%	\$19,313	16.3%	\$18,629	16.8%
New Mexico	\$13,865	0.5%	\$8,117	0.3%	1,529	7.3%	1,824	7.4%	\$9,068	7.0%	\$4,450	4.3%
New York	\$95,959	1.8%	\$100,646	1.9%	5,338	14.7%	6,342	17.8%	\$17,977	11.9%	\$15,870	10.4%
North Carolina	\$36,102	0.3%	\$31,826	0.3%	3,712	7.0%	4,475	8.9%	\$9,726	4.0%	\$7,112	2.8%
North Dakota	\$3,009	0.0%	\$1,936	0.0%	444	1.4%	433	1.4%	\$6,777	2.9%	\$4,471	1.3%
Ohio	\$67,227	0.8%	\$46,615	0.5%	6,827	9.0%	6,612	8.8%	\$9,847	8.5%	\$7,050	5.3%
Oklahoma	\$14,288	0.2%	\$7,640	0.1%	3,194	3.7%	2,376	3.0%	\$4,473	5.4%	\$3,215	3.6%
Oregon	\$69,819	1.3%	\$44,177	0.9%	6,274	16.3%	6,680	18.8%	\$11,128	7.9%	\$6,613	4.8%
Pennsylvania	\$94,013	1.3%	\$86,030	1.2%	7,537	11.9%	7,577	12.8%	\$12,473	10.9%	\$11,354	9.1%
Rhode Island	\$7,794	9.5%	\$6,253	10.5%	249	20.4%	376	30.2%	\$31,302	46.7%	\$16,630	34.7%
South Carolina	\$15,683	0.5%	\$27,375	0.9%	1,323	5.1%	1,581	6.3%	\$11,854	10.5%	\$17,315	14.4%
South Dakota	\$7,628	0.1%	\$4,349	0.0%	752	2.4%	791	2.5%	\$10,144	3.9%	\$5,498	1.7%
Tennessee	\$19,052	0.6%	\$19,182	0.5%	3,581	4.5%	3,679	5.4%	\$5,320	13.0%	\$5,214	9.8%
Texas	\$47,935	0.2%	\$27,966	0.1%	8,619	3.5%	7,954	3.2%	\$5,562	5.3%	\$3,516	3.4%
Utah	\$12,509	0.7%	\$15,930	0.9%	1,584	9.5%	1,875	10.4%	\$7,897	7.5%	\$8,496	8.4%
Vermont	\$28,322	3.4%	\$27,430	3.5%	1,474	21.1%	2,071	28.2%	\$19,214	16.1%	\$13,245	12.5%
Virginia	\$35,773	1.0%	\$41,728	1.1%	2,855	6.0%	3,581	7.8%	\$12,530	16.5%	\$11,653	14.3%
Washington	\$53,932	0.6%	\$45,124	0.5%	5,418	13.8%	5,640	15.1%	\$9,954	4.6%	\$8,001	3.3%
West Virginia	\$8,791	1.2%	\$10,950	1.4%	1,990	8.4%	1,926	9.0%	\$4,418	14.2%	\$5,685	15.1%
Wisconsin	\$53,875	0.5%	\$46,949	0.4%	6,243	8.0%	5,848	8.4%	\$8,630	6.1%	\$8,028	4.8%
Wyoming	\$3,747	0.3%	\$3,018	0.2%	645	5.8%	693	5.9%	\$5,810	4.5%	\$4,355	3.0%

	Total Farm Sales					
	All Sales in \$1,000's		Total Farms		Overall Average Sales per Farm	
	2007	2012	2007	2012	2007	2012
United States	\$368,182,491	\$394,644,480	2,204,792	2,109,303	\$166,992	\$187,097
Alabama	\$5,469,772	\$5,571,173	48,753	43,223	\$112,194	\$128,894
Alaska	\$70,632	\$58,925	686	762	\$102,963	\$77,329
Arizona	\$4,006,808	\$3,732,113	15,637	20,005	\$256,239	\$186,559
Arkansas	\$9,301,549	\$9,775,758	49,346	45,071	\$188,497	\$216,897
California	\$41,975,193	\$42,627,472	81,033	77,857	\$518,001	\$547,510
Colorado	\$7,508,242	\$7,780,874	37,054	36,180	\$202,630	\$215,060
Connecticut	\$683,237	\$550,620	4,916	5,977	\$138,982	\$92,123
Delaware	\$1,341,612	\$1,274,014	2,546	2,451	\$526,949	\$519,794
Florida	\$9,643,967	\$7,701,532	47,463	47,740	\$203,189	\$161,322
Georgia	\$8,811,077	\$9,255,125	47,846	42,257	\$184,155	\$219,020
Hawaii	\$636,255	\$661,347	7,521	7,000	\$84,597	\$94,478
Idaho	\$7,046,969	\$7,801,446	25,349	24,816	\$277,998	\$314,372
Illinois	\$16,511,459	\$17,187,052	76,860	75,087	\$214,825	\$228,895
Indiana	\$10,246,079	\$11,210,818	60,938	58,695	\$168,139	\$191,001
Iowa	\$25,292,958	\$30,821,532	92,856	88,637	\$272,389	\$347,728
Kansas	\$17,854,359	\$18,460,564	65,531	61,773	\$272,457	\$298,845
Kentucky	\$5,976,435	\$5,067,334	85,260	77,064	\$70,097	\$65,755
Louisiana	\$3,243,029	\$3,809,401	30,106	28,093	\$107,720	\$135,600
Maine	\$764,545	\$763,062	8,136	8,173	\$93,971	\$93,364
Maryland	\$2,273,222	\$2,271,397	12,834	12,256	\$177,125	\$185,329
Massachusetts	\$606,766	\$492,211	7,691	7,755	\$78,893	\$63,470
Michigan	\$7,126,812	\$8,678,050	56,014	52,194	\$127,233	\$166,265
Minnesota	\$16,327,329	\$21,280,184	80,992	74,542	\$201,592	\$285,479
Mississippi	\$6,041,122	\$6,441,025	41,959	38,076	\$143,977	\$169,162
Missouri	\$9,306,653	\$9,164,886	107,825	99,171	\$86,313	\$92,415

	All Sales in \$1,000's		Total Farms		Overall Average Sales per Farm	
Montana	\$3,472,299	\$4,230,083	29,524	28,008	\$117,609	\$151,031
Nebraska	\$19,208,133	\$23,068,756	47,712	49,969	\$402,585	\$461,661
Nevada	\$635,813	\$764,144	3,131	4,137	\$203,070	\$184,710
New Hampshire	\$246,575	\$190,907	4,166	4,391	\$59,187	\$43,477
New Jersey	\$1,222,506	\$1,006,936	10,327	9,071	\$118,380	\$111,006
New Mexico	\$2,694,385	\$2,550,147	20,930	24,721	\$128,733	\$103,157
New York	\$5,473,592	\$5,415,125	36,352	35,537	\$150,572	\$152,380
North Carolina	\$12,776,028	\$12,588,142	52,913	50,218	\$241,453	\$250,670
North Dakota	\$7,536,838	\$10,950,680	31,970	30,961	\$235,747	\$353,693
Ohio	\$8,758,240	\$10,064,085	75,861	75,462	\$115,451	\$133,366
Oklahoma	\$7,192,270	\$7,129,584	86,565	80,245	\$83,085	\$88,848
Oregon	\$5,433,344	\$4,883,674	38,553	35,439	\$140,932	\$137,805
Pennsylvania	\$7,195,667	\$7,400,781	63,163	59,309	\$113,922	\$124,783
Rhode Island	\$81,644	\$59,652	1,219	1,243	\$66,976	\$47,990
South Carolina	\$2,914,388	\$3,040,069	25,867	25,266	\$112,668	\$120,323
South Dakota	\$8,139,158	\$10,170,227	31,169	31,989	\$261,130	\$317,929
Tennessee	\$3,242,302	\$3,611,037	79,280	68,050	\$40,897	\$53,064
Texas	\$26,015,124	\$25,375,581	247,437	248,809	\$105,138	\$101,988
Utah	\$1,753,674	\$1,816,147	16,700	18,027	\$105,010	\$100,746
Vermont	\$834,563	\$776,105	6,984	7,338	\$119,496	\$105,765
Virginia	\$3,600,046	\$3,753,287	47,383	46,030	\$75,978	\$81,540
Washington	\$8,414,664	\$9,120,749	39,284	37,249	\$214,201	\$244,859
West Virginia	\$732,926	\$806,775	23,618	21,489	\$31,033	\$37,544
Wisconsin	\$11,108,333	\$11,744,476	78,463	69,754	\$141,574	\$168,370
Wyoming	\$1,433,899	\$1,689,416	11,069	11,736	\$129,542	\$143,952

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Extracted from the 2007 and 2012 Censuses of Agriculture.